

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING REPORT

January 14, 2009 Meeting

The Real Estate Board Education Committee met on Wednesday, January 14, 2009, at the Department of Professional and Occupational Regulation in Richmond.

Committee Members present: Judith Childress, Chair
Scott Gaeser
Byrl P. Taylor

Staff Member present: Kevin Hoeft, Education Administrator

The meeting was called to order at 3:03 p.m.

A motion was made and approved unanimously to approve the agenda.

The following actions were taken:

- A. Three Proprietary School Applications were reviewed and approved:
 - 1. National Contractors Prelicensing Services, Inc.
dba @ Home Prep
Knoxville, TN
Contact: Tommy Dorsey, Jr.
 - 2. FSLAWVA Real Estate Education, LLC
Fairfax, VA
Contact: Robert Fredericks, Jr.
 - 3. Joel E. Stall, dba Education in Reverse
Fairfax, VA
Contact: Joel E. Stall
- B. One-hundred-and-thirty-three Continuing Education Courses were reviewed. Of these courses:

Thirty-three applications for previously approved continuing education courses offered by approved schools were approved:

- 1. 59074 Sustainable Housing and Building Green
(On-line), 8 hours Real Estate Related,
Piedmont School of Real Estate

2. 59085 Real Estate & Taxes - What Every Agent Should Know, 4 hours Real Estate Related, Alpha College of Real Estate
3. 59086 International Real Estate for Local Markets, 8 hours Real Estate Related, New River Valley Association of Realtors
4. 59097 Reverse Mortgages for Senior Homeowners **(On-line)**, 4 hours Real Estate Related, Long & Foster Institute of Real Estate
5. 59098 Homes for All: Serving People with Disabilities **(On-line)**, 4 hours Real Estate Related, Long & Foster Institute of Real Estate
6. 59099 Mortgage Fraud & Predatory Lending **(On-line)**, 4 hours Real Estate Related, Long & Foster Institute of Real Estate
7. 59100 Real Estate Investment Fundamentals **(On-line)**, 4 hours Real Estate Related, Long & Foster Institute of Real Estate
8. 59101 The Truth About Mold **(On-line)**, 4 hours Real Estate Related, Long & Foster Institute of Real Estate
9. 59102 Understanding 1031 Tax-Free Exchanges **(On-line)**, 4 hours Real Estate Related, Long & Foster Institute of Real Estate
10. 59103 VA Broker Management & Agent Supervision **(On-line)**, 8 hours Broker Management, Long & Foster Institute of Real Estate
11. 59107 Sustainable Housing and Building Green **(On-line)**, 8 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate
12. 59125 Sustainable Housing and Building Green **(On-line)**, 8 hours Real Estate Related, New Millennium University
13. 59156 VA Broker Management & Agent Supervision **(On-line)**, 8 hours Broker Management, Central Virginia School of Real Estate
14. 59159 The Truth About Mold **(On-line)**, 4 hours Real Estate Related, Central Virginia School of Real Estate
15. 59160 Sustainable Housing & Building Green **(On-line)**, 8 hours Real Estate Related, Central Virginia School of Real Estate
16. 59161 VA 16-Hour C.E. Renewal Package **(On-line)**, 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, and 8 hours Real

- Estate Related, Central Virginia School of Real Estate
17. 59162 Homes For All: Serving People with Disabilities **(On-line)**, 4 hours Real Estate Related, Central Virginia School of Real Estate
 18. *59193 How To Do A Like Kind Exchange of Real Estate, 4 hours Real Estate Related, Piedmont School of Real Estate
 19. *59195 Advanced 1031 Exchanges, 4 hours Real Estate Related, Piedmont School of Real Estate
 20. *59216 Renovation Finance, 4 hours Real Estate Related, NVAR
 21. 59230 Commercial Real Estate: Listing Properties **(On-line)** 4 hours Real Estate Related, VAR
 22. 59231 Commercial Real Estate: Understanding Investments **(On-line)**, 4 hours Real Estate Related, VAR
 23. 59232 Environmental Issues in Your Real Estate Practice **(On-line)**, 4 hours Real Estate Related, VAR
 24. 59233 Introduction to Commercial Real Estate Sales **(On-line)**, 4 hours Real Estate Related, VAR
 25. 59234 Property Management & Managing Risk **(On-line)**, 4 hours Real Estate Related, VAR
 26. 59235 Red Flags Property Inspection Guide **(On-line)**, 4 hours Real Estate Related, VAR
 27. 59236 Sustainable Housing & Building Green **(On-line)**, 8 hours Real Estate Related, VAR
 28. 59237 The Truth About Mold **(On-line)**, 4 hours Real Estate Related, VAR
 29. 59238 Understanding 1031 Tax Free Exchanges **(On-line)**, 4 hours Real Estate Related, VAR
 30. 59239 Understanding Credit & Improving Credit Scores **(On-line)**, 4 hours Real Estate Related, VAR
 31. 59240 Real Estate Investment Fundamentals **(On-line)**, 4 hours Real Estate Related, VAR
 32. 59241 VA 16-Hour CE Renewal Package **(On-line)**, 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal

- Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, and 8 hours Real Estate Related, VAR
33. *59245 Highlight's of NVAR 2006 Regional Sales Contract with Selected Items from VA Jurisdictional Addendum, 3 hours Real Estate Contracts, PWAR

Ninety-two applications for original continuing education courses offered by approved schools were considered and approved:

1. *59070 What Realtors Need to Know about Appraisals, 3 hours Real Estate Related, VAR
2. 59072 Seven Deadly Management Sins and How to Avoid Committing Them, 3 hours Real Estate Related, VAR
3. 59073 Seven Deadly Management Sins and How to Avoid Committing Them, 3 hours Broker Management, VAR
4. 59075 8 Hour Mandated Continuing Education Course **(CRP)**, 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, NVAR
5. *59076 Hampton Roads Office Market, 3 hours Real Estate Related, Univ. of Virginia of Continuing & Professional Studies
6. *59078 Retirement and Multifamily Housing, 3 hours Real Estate Related, Univ. of Virginia of Continuing & Professional Studies
7. 59080 Land & Site Valuation **(On-line)**, 7 hours Real Estate Related, McKissock, LP
8. 59082 Understanding Sexual Harassment **(On-line)**, 4 hours Real Estate Related, Institute for Continuing Education, Inc.
9. *59087 Commercial Real Estate: Smart Marketing Practices (CRP), 8 hours Real Estate Related, Alpha College of Real Estate
10. *59090 Working with the Local Economic Development Departments, 3 hours Real Estate Related, Univ. of Virginia of Continuing & Professional Studies
11. *59104 Introduction to Commercial Real Estate **(CRP)**, 8 hours Real Estate Related, Alpha College of Real Estate

12. *59108 Electronic Documents, 1 hour Real Estate Related, Alpha College of Real Estate
13. *59123 Meeting Life's Challenges Using Proven Strategies for Success, 4 hours Real Estate Related, Montague Miller Real Estate Academy
14. *59126 Tax Strategies for Real Estate Professionals, 4 hours Real Estate Related, New Millennium University
15. *59128 Asset Management - Acquisitions to Disposition, 3 hours Real Estate Related, Kirks Institute
16. *59130 Asset Management - Strategies and Value Creation, 3 hours Real Estate Related, Kirks Institute
17. *59132 Introduction to Asset Management, 3 hours Real Estate Related, Kirks Institute
18. 59134 Foreclosures, Short Sales, REOs, and Auctions (**On-line**), 4 hours Real estate Related, Dearborn Financial Publishing, Inc.
19. *59137 Limited Service, 2 hours Real Estate Related, NRVAR
20. 59139 Fair Housing (**On-line**), 4 hours Fair Housing, McKissock, LP
21. *59140 Who Owns It? Title & Ownership of Real Estate in Virginia, 1 hour Legal Updates, Old Republic National Title Insurance Company
22. *59142 Title Issues (Claims) That Delay Settlement - A Primer for Real Estate Agents, 1 hour Real Estate Related, Old Republic National Title Insurance Company
23. *59144 The Effect of Divorce & Bankruptcy on Selling Real Estate in VA, 1 hour Legal Updates, Old Republic National Title Insurance Company
24. 59146 Virginia Broker Management (**On-line**), 8 hours Broker Management, 360 Training.com
25. *59147 Real Estate Ethics & NAR Code of Ethics (On-line), 3 hours Ethics & Standards of Conduct, 360 Training.com
26. 59149 Buyer Agency, 1 hour Real Estate Related, Moseley-Dickinson Academy of Real Estate
27. *59157 Buyer Counseling & Working with Buyer Clients, 4 hours Real Estate Related, GSH Training Company

28. *59168 Memory Training, 7 hours Real Estate Related, Alpha College of Real Estate
29. *59171 Buyer Prospecting, 3 hours Real Estate Related, RAR
30. *59173 CMA - Price It Right, 3 hours Real Estate Related, RAR
31. *59175 Appraiser MLS Training, 3 hours Real Estate Related, RAR
32. *59177 Introduction to Government Lending, 3 hours Real Estate Related, RAR
33. *59179 Tapping Retirement Savings for Home Purchase, 1 hour Real Estate Related, RAR
34. *59181 Reverse Mortgages for Purchase, 1 hour Real Estate Related, RAR
35. *59183 Home Protection Programs & Risk Management, 2 hours Real Estate Related, RAR
36. *59185 Selling Low Credit Score Prospects, 3 hours Real Estate Related, RAR
37. 59187 2008-2009 National USPAP Update Equivalent, 7 hours Real Estate Related, McKissock, LP
38. 59188 Introduction to Expert Witness Testimony, 7 hours Real Estate Related, McKissock, LP
39. 59189 How to Manage & Produce Your Way Through an Adjusted Market, 3 hours Real Estate Related, VAR
40. 59190 How to Manage & Produce Your Way Through an Adjusted Market, 3 hours Broker Management, VAR
41. *59191 Fair Housing, 3 hours Fair Housing, Old Dominion Real Estate Institute
42. *59197 Red Flags Property Inspection (**CRP**), 4 hours Real Estate Related, Alpha College of Real Estate
43. *59199 Introduction to Short Sales, 1 hour Real Estate Related, Alpha College of Real Estate
44. *59201 Changing Markets, 2 hours Real Estate Related, Long and Foster Institute of Real Estate
45. *59203 The Buyer System, 3 hours Real Estate Related, Liz Moore University
46. *59207 Fair Housing Opens Doors, 3 hours Fair Housing, Central Virginia School of Real Estate

- 47. *59209 Fair Housing Advertising, 3 hours Fair Housing, Central Virginia School of Real Estate
- 48. 59211 The Broker's Toolkit, 3 hours Broker Management, RAR
- 49. *59212 The Wild, Wild Web, 2 hours Real Estate Related, RAR
- 50. 59214 Unconventional Transactions, 4 hours Real Estate Related, NVAR
- 51. 59215 Agency & Disclosure Under Virginia's Agency Law, 4 hours Real Estate Related, NVAR
- 52. 59218 Landlording & Property Management for the Small Investor, 4 hours Real Estate Related, NVAR
- 53. *59219 Changing Markets: Where Are We Now?, 2 hours Real Estate Related, VAR
- 54. 59221 Precautions To Take In A Slow Economy - Part 1, 2 hours Real Estate Related, VAR
- 55. 59222 Precautions To Take In A Slow Economy - Part 1, 2 hours Broker Management, VAR
- 56. 59223 Precautions To Take In A Slow Economy - Part 2, 2 hours Real Estate Related, VAR
- 57. 59224 Precautions To Take In A Slow Economy - Part 2, 2 hours Broker Management, VAR
- 58. *59225 2009 Professional Standards Seminar, 3 hours Ethics & Standards of Conduct and 3 hours Real Estate Related, VAR
- 59. *59228 2009 Ethics Seminar, 3 hours Ethics & Standards of Conduct, VAR
- 60. *59242 Absorption Rate Pricing, 2 hours Real Estate Related, VAR
- 61. 59244 General Education, 4 hours Real Estate Related, NVAR
- 62. *59247 Identity Markers, 2 hours Real Estate Related, Alpha College of Real Estate
- 63. 59249 The New Rules of Real Estate Finance, 4 hours Real Estate Related, NVAR
- 64. *59250 Legal Update 2009, 1 hour Legal Updates, VAR
- 65. *59252 Legal Update 2009, 2 hours Legal Updates, VAR
- 66. *59254 Legal Update 2009, 3 hours Legal Updates, VAR
- 67. *59256 Contracts: How to Negotiate, Make, Amend and Terminate Them, 2 hours Real Estate Contracts, VAR

68. *59258 Agency & Business Planning, 1 hour Real Estate Related and 1 hour Real Estate Agency, Potomac Real Estate School
69. 59260 Contracts: How to Negotiate, Make, Amend and Terminate Them, 2 hours Broker Management, VAR
70. 59261 Contracts: How to Negotiate, Make, Amend and Terminate Them, 3 hours Broker Management, VAR
71. *59262 Contracts: How to Negotiate, Make, Amend and Terminate Them, 3 hours Real Estate Contracts, VAR
72. *59264 Foreclosures & Short Sales: Practical & Ethical Considerations, 1 hour Real Estate Contracts, VAR
73. 59266 Legal Update for Brokers 2009, 2 hours Broker Management, VAR
74. 59267 Legal Update for Brokers 2009, 3 hours Broker Management, VAR
75. *59268 Ninja Selling I, 7 hours Real Estate Related, RAR
76. *59270 Ninja Selling II, 7 hours Real Estate Related, RAR
77. 59272 NAR Green Designation Core Course - Part 1, 8 hours Real Estate Related, Long & Foster Institute of Real Estate
78. *59273 FHA 203K, 2 hours Real Estate Related, Peninsula Real Estate School
79. 59275 Broker Supervision I, 4 hours Broker Management, Carruthers Academy of Real Estate
80. *59276 BPO's Unlocking the Mystery, 3 hours Real Estate Related, PWAR
81. *59278 VA Financing, 3 hours Real Estate Related, PWAR
82. 59280 Broker Supervision II, 4 hours Broker Management, Carruthers Academy of Real Estate
83. *59281 RI 406: What Did I Agree To?, 3 hours Legal Updates, 3 hours Real Estate Contracts and 1 hour Real Estate Related, VAR
84. *59284 RI 402: Financing Alternatives, 7 hours Real Estate Related, VAR
85. *59287 RI 401: Understanding Agency, 3 hours Real Estate Agency and 4 hours Real Estate Related, VAR

86. *59290 Procuring Cause, 2 hours Legal Updates, VAR
87. *59292 Procuring Cause, 3 hours Legal Updates, VAR
88. 59294 Procuring Cause, 3 hours Broker Management, VAR
89. 59297 Unethical Versus Illegal, 3 hours Broker Management, William E. Wood Associates, Real Estate Academy
90. 59306 Current Issues in Appraising, 7 hours Real Estate Related, McKissock, LP
91. 59307 Appraising in a Changing Market, 7 hours Real Estate Related, McKissock, LP
92. 59322 NAR Green Designation Core Course - Part 2, 8 hours Real Estate Related, Long and Foster Institute of Real Estate

Six applications for original continuing education courses offered by a school with a pending proprietary school application were approved:

1. *59165 Reverse Mortgage for Purchase, 1 hour Real Estate Related, Education in Reverse
2. *59295 Contracts (**CRP & On-line**), 3 hours Real Estate Contacts, @ Home Prep
3. *59298 Agency (**CRP & On-line**), 3 hours Real Estate Agency, @ Home Prep
4. *59300 VA Legal Updates (**CRP & On-line**), 4 hours Legal Updates, @ Home Prep
5. *59302 Ethics, (**CRP & On-line**), 3 hours Ethics & Standards of Conduct, @ Home Prep
6. *59304 Fair Housing, (**CRP & On-line**), 3 hours Fair Housing, @ Home Prep

C. One-hundred-and-three Post License Education Courses were reviewed. Of these courses:

Twenty-one applications for previously approved post license education courses offered by approved schools were approved:

1. 59112 Real Estate Law (**On-line**), 3 hours Residential Real Estate Mandatory Topics, Kaplan Real Estate Schools
2. 59113 Land Use (Land Use Issues (**On-Line**), 1 hour Residential Real Estate Elective Topics, Kaplan Real Estate Schools
3. 59114 Property Valuation (Property Valuation/Listing Process (**On-line**), 3

- hours Residential Real Estate Elective Topics, Kaplan Real Estate Schools
4. 59115 VA Real Estate: Selling Process (Selling Process **(On-line)**), 3 hours Residential Real Estate Elective Topics, Kaplan Real Estate Schools
 5. 59116 Technology **(On-line)**, 3 hours Residential Real Estate Elective Topics, Kaplan Real Estate Schools
 6. 59117 Business Planning **(On-line)**, 2 hours Residential Real Estate Elective Topics, Kaplan Real Estate Schools
 7. 59118 Financing Properties (Finance **(On-line)**), 3 hours Residential Real Estate Elective Topics, Kaplan Real Estate Schools
 8. 59119 Agency Law **(On-line)**, 3 hours Residential Real Estate Mandatory Topics, Kaplan Real Estate Schools
 9. 59120 Ethics & Standards of Conduct (Ethics & Standard of Conduct/Current Industry Issues & Trends **(On-line)**), 3 hours Residential Real Estate Mandatory Topics, Kaplan Real Estate Schools
 10. 59121 Fair Housing **(On-line)**, 3 hours Residential Real Estate Mandatory Topics, Kaplan Real Estate Schools
 11. 59122 Offer to Purchase **(On-line)**, 3 hours Residential Real Estate Mandatory Topics, Kaplan Real Estate Schools
 12. 59150 Property Valuation **(On-line)** Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
 13. 59151 Business Planning **(On-line)**, 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
 14. 59152 Technology **(On-line)**, 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
 15. 59153 Land Use **(On-line)**, 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
 16. 59154 Selling Process **(On-line)**, 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
 17. 59155 Financing Properties **(On-line)** Finance, 3 hours Residential Real Estate Elective

- Topics, Central Virginia School of Real Estate
18. *59194 How To Do A Like Kind Exchange of Real Estate (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
 19. *59196 Advanced 1031 Exchanges (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
 20. *59217 Renovation Finance (Finance), 4 hours Residential Real Estate Elective Topics, NVAR
 21. *59246 Highlight's of NVAR 2006 Regional Sales Contract with Selected Items from VA Jurisdictional Addendum (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, PWAR

Seventy-six applications for original post license education courses offered by approved schools were approved:

1. *59071 What Realtors Need to Know about Appraisals (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, VAR
2. *59077 Hampton Roads Office Market (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Univ. of Virginia School of Continuing & Professional Studies
3. *59079 Retirement and Multifamily Housing (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Univ. of Virginia School of Continuing & Professional Studies
4. *59088 Commercial Real Estate: Smart Marketing Practices - Part 2 (Other Real Estate Related **(CRP)**), 4 hours Commercial Real Estate Elective Topics, Alpha College of Real Estate
5. 59089 Commercial Real Estate: Smart Marketing Practices - Part 1 (Other Real Estate Related **(CRP)**), 4 hours Commercial Real Estate Elective Topics, Alpha College of Real Estate
6. *59091 Working with the Local Economic Development Departments (Government

- Relations/Government Programs), 3 hours
Commercial Real Estate Elective Topics,
Univ. of Virginia School of Continuing &
Professional Studies
7. 59092 Ethics - Acting with Integrity Part II
(Other Real Estate Related (**CRP and On-
line**), 1 hour Residential Real Estate
Elective Topics, Alpha College of Real
Estate
 8. 59093 Ethics in Today's Real Estate World - Part
II (Other Real Estate Related), 1 hour
Residential Real Estate Elective Topics,
Alpha College of Real Estate
 9. 59094 Commercial Real Estate - Understanding
Investment - Part II (Other Real Estate
Related (**CRP**), 4 hours Commercial Real
Estate Elective Topics, Alpha College of
Real Estate
 10. 59095 Commercial Real Estate - Listing
Properties - Part II (Other Real Estate
Related (**CRP**), 4 hours Commercial Real
Estate Elective Topics, Alpha College of
Real Estate
 11. 59096 Ethics in Today's Real Estate World - Part
II (Other Real Estate Related (**CRP and On-
line**), 3 hours Residential Real Estate
Elective Topics, Alpha College of Real
Estate
 12. *59105 Introduction to Commercial Real Estate -
Part I (Other Real Estate Related (**CRP**), 4
hours Commercial Real Estate Elective
Topics, Alpha College of Real Estate
 13. 59106 Introduction to Commercial Real Estate -
Part II (Other Real Estate Related (**CRP**),
4 hours Commercial Real Estate Elective
Topics, Alpha College of Real Estate
 14. *59109 Electronic Documents (Technology), 1 hour
Residential Real Estate Elective Topics,
Alpha College of Real Estate,
 15. 59110 International Real Estate for Local
Markets (Other Real Estate Related), 4
hours Residential Real Estate Elective
Topics, NRVAR
 16. 59111 International Real Estate for Local
Markets - Part II (Selling Process), 4
hours Residential Real Estate Elective
Topics, NRVAR

17. *59124 Meeting Life's Challenges Using Proven Strategies for Success (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Montague Miller Real Estate Academy
18. *59127 Tax Strategies for Real Estate Professionals (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, New Millennium University
19. *59129 Asset Management - Acquisitions to Dispositions (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Kirks Institute
20. *59131 Asset Management - Strategies and Value Creation (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Kirks Institute
21. *59133 Introduction to Asset Management (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Kirks Institute
22. *59138 Limited Service (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NRVAR
23. *59141 Who Owns It? Title & Ownership of Real Estate in Virginia (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Old Republic National Title Insurance Company
24. *59143 Title Issues (Claims) That Delay Settlement - A Primer for Real Estate Agents (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Old Republic National Title Insurance Company
25. *59145 The Effect of Divorce & Bankruptcy on Selling Real Estate in VA (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Old Republic National Title Insurance Company
26. *59148 Real Estate Ethics & NAR Code of Ethics (On-line) Ethics & Standards of Conduct/Current Industry Issues & Trends, 3 hours Residential Real Estate Mandatory Topics, 360 Training.com
27. *59158 Buyer Counseling & Working with Clients (Other Real Estate Related), 4 hours

- Residential Real Estate Elective Topics,
GSH Training Company
28. *59169 Memory Training - Part I (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 30. 59170 Memory Training - Part 2 (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 31. *59172 Buyer Prospecting (Selling Process), 3 hours Residential Real Estate Elective Topics, RAR
 32. *59174 CMA - Price It Right (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, RAR
 33. *59176 Appraiser MLS Training (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, RAR
 34. *59178 Introduction to Government Lending (Finance), 3 hours Residential Real Estate Elective Topics, RAR
 35. *59180 Tapping Retirement Savings for Home Purchase (Finance), 1 hour Residential Real Estate Elective Topics, RAR
 36. *59182 Reverse Mortgages for Purchase (Finance), 1 hour Residential Real Estate Elective Topics, RAR
 37. *59184 Home Protection Programs & Risk Management (Property Valuation/Listing Process), 2 hours Residential Real Estate Elective Topics, RAR
 38. *59186 Selling Low Credit Score Prospects (Finance), 3 hours Residential Real Estate Elective Topics, RAR
 39. *59192 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Old Dominion Real Estate Institute
 40. *59198 Red Flags Property Inspection (Other Real Estate Related) **CRP**, 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 41. *59200 Introduction to Short Sales (Finance), 1 hour Residential Real Estate Elective, Alpha College of Real Estate

42. *59202 Changing Markets (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
43. *59204 The Buyer System (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Liz Moore University
44. 59205 Everyday Basics To Keep You On Track (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate
45. 59206 A Little Perspective For You (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate
46. *59208 Fair Housing Opens Doors (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Central Virginia School of Real Estate
47. *59210 Fair Housing Advertising (Fair Housing), 3 hours Residential Real Estate Mandatory, Central Virginia School of Real Estate
48. *59213 The Wild, Wild Web (Selling Process), 2 hours Residential Real Estate Elective Topics, RAR
49. *59220 Changing Markets: Where Are We Now?, (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
50. *59226 2009 Professional Standards Seminar (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Related Mandatory Topics, VAR
51. 59227 2009 Professional Standards Seminar (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
52. *59229 2009 Ethics Seminar (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Related Mandatory Topics, VAR
53. *59243 Absorption Rate Pricing (Selling Process), 2 hours Residential Real Estate Elective Topics, VAR
54. *59248 Identity Markers (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate

- 55. *59251 Legal Update 2009 (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
- 56. *59253 Legal Update 2009 (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
- 57. *59255 Legal Update 2009 (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, VAR
- 58. *59257 Contracts: How to Negotiate, Make, Amend and Terminate Them (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
- 59. *59259 Agency & Business Planning (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Potomac Real Estate School
- 60. *59263 Contracts: How to Negotiate, Make, Amend and Terminate Them (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, VAR
- 61. *59265 Foreclosures & Short Sales: Practical & Ethical Considerations (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
- 62. *59269 Ninja Selling I (Selling Process), 4 hours Residential Real Estate Elective Topics, RAR
- 63. *59271 Ninja Selling II (Selling Process), 4 hours Residential Real Estate Elective Topics, RAR
- 64. *59274 FHA 203K (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
- 65. *59277 BPO's Unlocking the Mystery (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, PWAR
- 66. *59279 VA Financing (Finance), 3 hours Residential Real Estate Elective Topics, PWAR
- 67. *59282 RI 406: What Did I Agree To? (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, VAR
- 68. 59283 RI 406: What Did I Agree To? (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, VAR

- 69. *59285 RI 402: Financing Alternatives (Finance),
4 hours Residential Real Estate Elective,
VAR
- 70. 59286 RI 402: Financing Alternatives (Other Real
Estate Related) 3 hours Residential Real
Estate Elective, VAR
- 71. *59288 RI 401: Understanding Agency (Agency Law),
3 hours Residential Real Estate Mandatory
Topics, VAR
- 72. 59289 RI 401: Understanding Agency (Other Real
Estate Related), 4 hours Residential Real
Estate Elective Topics, VAR
- 73. *59291 Procuring Cause (Selling Process), 2 hours
Residential Real Estate Elective Topics,
VAR
- 74. *59293 Procuring Cause (Selling Process), 3 hours
Residential Real Estate Elective Topics,
VAR
- 75. 59308 Ninja Selling I - Part 2 (Selling
Process), 3 hours Residential Real Estate
Elective Topics, RAR
- 76. 59309 Ninja Selling II - Part 2 (Selling
Process), 3 hours Residential Real Estate
Elective Topics, RAR

Six applications for original post license education courses
offered by a school with a pending proprietary school
application were approved:

- 1. *59166 Reverse Mortgage for Purchase (Other Real
Estate Related), 1 hour Residential Real
Estate Elective Topics, Education in
Reverse
- 2. *59296 Contracts (Offer to Purchase)
CRP & On-line, 3 hours Residential Real
Estate Mandatory, @ Home Prep
- 3. *59299 Agency (Agency Law) **CRP & On-line**, 3 hours
Residential Real Estate Mandatory, @ Home
Prep
- 4. *59301 VA Legal Updates (Real Estate Law)
CRP & Online, 3 hours Residential Real
Estate Mandatory, @ Home Prep
- 5. *59303 Ethics (Ethics & Standards of
Conduct/Current Industry Issues & Trends)
CRP & On-line, 3 hours Residential Real
Estate Mandatory, @ Home Prep
- 6. *59305 Fair Housing (**CRP & On-line**), 3 hours

Residential Real Estate Mandatory, @ Home
Prep

D. One original Limited Service Agency Course application offered by an approved school was approved:

1. 59081 Limited Service Agency, 2 hours Limited Service Agency, Master Institute

E. Two applications for original Broker Pre-licensing courses were reviewed and approved:

1. 45-hour Broker Real Estate Property Management Classroom Course, Alpha College of Real Estate
2. 45-hour Broker Real Estate Appraisal Classroom Course, Northern Virginia Association of Realtors

F. Fifteen Pre-Licensing Instructor Applications were reviewed. Of these, thirteen applications were approved. Two applications were denied (Farshad Taghizadeh and Denese Cooper Kerns) because the applicants did not demonstrate expertise in teaching "Principles and Practices of Real Estate" with at least three years of experience in that field.

1. Charles Russell Hulett
2. Kimberly Shay Samuels
3. Stephen Ray Mettling - **expert**
4. Timothy Brian Kirby
5. Rene E. Giesberts
6. Steven Johnson
7. Madonna Padilla
8. Damon Jonathan Gettier
9. Hope F. Bradner
10. Nancy Bridges Bullock
11. Kay Louise Young
12. Farshad Taghizadeh - **expert**
13. Denese Cooper Kerns - **expert**
14. Tamara Ann Farnand
15. Robert Andrew Shanks

G. Twenty-seven Continuing Education and Post License Education Instructors were approved to teach previously approved continuing and post license education courses:

1. **Judy R. Frates**, Fair Housing (54829/54830), Ethics and Standards of Conduct (52191/52192), Property Valuation/Working

Sellers (52201/56616), Land Use (52359/52660), Real Estate Law (52195/52196), Contracts, Offer to Purchase (52205/52206), Selling Process (52213), Business Planning (56615), Agency (52197/52198), Real Estate Company & Agent Supervision(57013/57014), Limited Service Agency(55993/55994), Continuing Education Classroom (51973), **Alpha College of Real Estate**

2. **Stephen Mettling**, 57251 (Diversity and the Real Estate Professional), 57252/58263 (Selling to the Senior Market), 57253/58261 (Anti-trust and Lead Paint), 57242 (VA Real Estate Law), 57243 (VA Agency Law), 57244 (Residential Ethics, Issues and Trends), 57246 (VA Finance), 57249/58265 (VA Offer to Purchase), 57250/58264 (Residential Real Estate Technology), 57257 (Fair Housing - Law of the Land), 57256 (Residential Finance), 58257 (Property Management), 58258 (Environmental Issues), 58259 (Working with Diversity to Assist the Consumer), 58260 (VA Mandatory Core Course), 58262 (Risky Business - Risk Management Techniques), 58836 (Limited Service Agency), **American School of Real Estate Express**

3. **Russell S. Drazin and Jason A. Pardo**, 57566 (Title Law in Virginia), **NBI**

4. **Jeanie Lumpkin**, 51819/52798/52818/56138 (Renovation Finance), **Richmond Association of Realtors**

5. **Stewart Sacks**, 58172/58173 (Foreclosures: Curing the Hook and Slice), 58174/58175 (Decedents and Augmented Estates), 58178/58179 (Judgments and Related Issues), **Richmond Association of Realtors**

6. **Valasie August**, 54991/54992 (Negotiation Tactics in Real Estate), **NVAR**

7. **Ron Miscavige**, 56597/56598 (Contracts & Contract Law Principles), 56300/56301, (VA Agency Law), **Williamsburg Area Association of Realtors**

8. **John Wilson**, 56597/56598 (Contracts & Contract Law Principles), 56300/56301, (VA Agency Law), 55837/55838, (Business Planning), 58446/58447 (Business Planning - 1 Hour) **Williamsburg Area Association of Realtors**

9. **Carl Pautlitz**, 56597/56598 (Contracts & Contract Law Principles), 52125/55286, (Antitrust in Real Estate) 56300/56301, (VA Agency Law), 58103/58104, (RE Contracts-One Hour), 58101/58102, (One Hour RE Agency & Procuring Cause) **Williamsburg Area Association of Realtors**

10. **Allen Hutcheson**, 56597/56598 (Contracts & Contract Law Principles), 52125/55286, (Antitrust in Real Estate) 56300/56301, (VA Agency Law), (RE Contracts-One Hour) 58101/58102, (One Hour RE Agency & Procuring Cause) **Williamsburg Area Association of Realtors**

11. **Sheldon Franek**, 56597/56598 (Contracts & Contract Law Principles), **Williamsburg Area Association of Realtors**

12. **Kim Goeltom**, 56302/56303, (Home Staging), **Williamsburg Area Association of Realtors**
13. **Pam Catts, Kevin Onizuk** 56162/56163, ("Understanding the loan Process"), **Williamsburg Area Association of Realtors**
14. **Carrie Lindsey, Donna Colasuonno, Donald Tomlinson** 57266/57267 (Home Inspections), 56921/56922 (Fair Housing), 57585/57586 (Foreclosure, REOs and Short Sales - A Primer), 57497/57498 (New VA Residential Property Disclosure Statement), 56405 (2007 New Agency Law in VA), 57499/57500 (Newest Appraisal & Financing Contingencies), 56164/56165 (Fair Housing Act Seminar), 56403/56404 (Agency Law Demystified), 52543 (Congratulations You Got the Listing), 52283 (Contracts with Escalators), 55839/55840 (Earnest Money Deposits), 56402/56550 (Ethics for RE Agents - The Basics), 52542 (IRC 1031 Tax Deferred Exchanges), 55557/55558 (New Regional Sales Contract - Primer), 55555/55556 (New Regional Sales Contract), 52544 (Unconventional Transactions - A Primer), 52282/53289 (Unconventional Transactions), 57201/57202 (What is Delivery?), 56585/56586 (Limited Service Agency), 57203/57204 (Bankruptcy and Foreclosure), 56551/56552 (Contract for Deed - An Overview), 56593/56594 (Title Insurance - What is It?), 56919/56920 (Ethics for RE Agents), 57587/57588 (Foreclosures, REOs, Short Sales), 57239/56819 (Foreign Sellers and Buyers), 57254/57255 (Navigating the VA Jurisdictional Addendum), 57256/57257 (Mold: A Growing Problem), 56166/56167 (Understanding Your upcoming VA Transaction), 57923/57924 (NVAR's 2008 Contingencies/Clauses Add. Sales Cont), 57919/57920 (NVAR's 2007 Listing Agreement), 57921/57922 (New Forms for 2008), 57578/57589 (New 2006 Regional Sales Contract), 58399/58400 (Legal Updates and Emerging Trends), 58406/58407 (Highlights of NVAR's 2006 Regional Sales Contract), **MBH Settlement Group, LC**
15. **Branden Goldizen, James Patrick Wright, Mark Goad, Kevin Michael Maloney, Jeannette Baron-Snipes, Nancy Walker, Christal Watson, Davette Everly, and Patricia Foster** - 58806 (Real Estate Contracts), 58840 (VA Legislative Updates), 58796 (Real Estate Agency), 58802 (Smart Growth in VA), 58804 (Internet's Effect on VA Real Estate Transactions), 58800 (Real Estate Fair Housing), 58842 (Legal Ethics & Professionalism in Real Estate Law), 58793 (Home Sales and the Economy), 58790 (Do Not Call Rules and Regulations), 58798 (Real Estate Ethics and Standards of Conduct), 53564 (VA Real Estate Trends and Legal Ethics), 58844 (VA Real Estate Law Update), 58699 (Limited Service Agency), 58846 (VA Salesperson CE: Mandatory & Elective Topics), 58848 (VA Broker CE: Mandatory & Elective Topics), 53780/53781 (Ethics and Standards of Conduct), 53748/53749 (Fair Housing), 53772/53773 (Finance), 53742/53743 (Property Law), 53750/53751

(Technology), 53755/53756 (Real Estate Law), 53758/53759 (Agency Law), 53762/53763 (Land Use Issues), 53764/53765 (Property Valuation and Listing Process), 53776/53777 (Offer to Purchase), 58587 (Cases in Improper Listing, Leasing and Commissions), 58585 (Cases in Personal Misconduct and Proper Supervision), 58545 (Cases in Advertising and Communication), 58547 (Cases in Agency Initiation, Supervision & Management), 58549 (Cases in Improper Disclosure & Disclosure Management), 58551 (Cases in Escrow Account Management), 58553 (Cases in Improper Dealing and Financial Management), 57941 (Cases in Agent Misconduct), 58794 (Agent Supervision and Management), **Moseley Real Estate Schools, Inc.**

H. Other Business

1. The Committee reviewed a request from approved education provider **Feng Shui Technology** seeking clarification as to why its six-hour course application for "Feng Shui for Realtors" was approved for only three hours of continuing education by the Committee/Board on November 6, 2008. After reviewing the course, the Committee indicated that parts of the course are redundant and repetitive and recommends encouraging Feng Shui Technology to submit an updated course application to remedy this.

- I. There being no further business nor public comment, the meeting adjourned at 4:08 p.m.

*** Continuing Education and Post License Education Course Companion Applications**